

## Message Text

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15

ACTION EB-11

INFO OCT-01 EA-11 ADP-00 AID-20 CIAE-00 COME-00 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 SAL-01 OMB-01 NSC-10 SS-14 STR-08

CEA-02 L-03 H-02 PA-03 PRS-01 USIA-12 RSR-01 /142 W  
----- 051554

R 290844 Z MAR 73

FM AMEMBASSY SINGAPORE

TO SECSTATE WASHDC 8581

INFO AMEMBASSY BANGKOK

AMEMBASSY JAKARTA

AMEMBASSY KUALA LUMPUR

AMEMBASSY TOKYO

UNCLAS SINGAPORE 1312

E. O. 11652: N/ A

TAGS: ETRD

SUBJECT: JAPANESE TRADE PRACTICES IN SINGAPORE

BEGIN SUMMARY. SIX LOCAL BUSINESS ASSOCIATIONS HAVE  
ISSUED STATEMENTS TO THE PRESS PROTESTING JAPANESE FIRMS  
BYPASSING THEM AS IMPORTERS OF JAPANESE GOODS. NO  
PROTEST HAS BEEN LODGED YET WITH GOS TRADE DIVISION. END  
SUMMARY.

1. FOLLOWING ASSOCIATIONS HAVE RECENTLY CREATED A STIR  
IN LOCAL PRESS CONCERNING JAPANESE TRADING PRACTICES:

SINGAPORE NGO KIM KONG HOEY

SINGAPORE SHIP- CHANDLERS ASSOCIATION

SINGAPORE ROPE, HARDWARE & PAINT MERCHANT ASSOCIATION

SINGAPORE BUILDING MATERIALS & TIMBER SUPPLIERS ASSN.

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SINGAPORE HARDWARE ASSOCIATION

SINGAPORE SANITARY WARE IMPORTERS & EXPORTERS ASSN.

THESE ASSOCIATIONS ARE ACCUSING JAPANESE FIRMS OF 1) SELLING DIRECTLY TO LOCAL JAPANESE MERCHANTS AND LARGE INDUSTRIAL USERS AND 2) DEMANDING SUBSIDIES TO MAKE UP THEIR LOSSES INCURRED BY DOLLAR DEVALUATION. PRACTICE OF SELLING DIRECTLY TO DEALERS IS NOT NEW. HOWEVER, RECENT CURRENCY REALIGNMENTS MAY BE INCREASING FREQUENCY OF THESE TRANSACTIONS. THIS DIRECT SELLING MEANS THAT LOCAL IMPORTER' S STOCKS MUST IN SOME CASES BE UNLOADED AT A LOSS. THIS IS PARTICULARLY UPSETTING TO THOSE IMPORTERS WHO DEVELOPED MARKET.

2. ORIGINAL PROTEST WAS IN FORM OF LETTER TO FOREMOST CHINESE PAPER, NANYANG SIANG PAU WHICH PRINTED GIST OF PROTEST. ENGLISH- LANGUAGE PAPERS HAVE NOW ALSO PUBLISHED COMPLAINT. THIS INCIDENT WAS FOCAL POINT IN AN EDITORIAL IN NEW NATION, MARCH 28, ABOUT JAPANESE IMAGE.

3. THE SIX ASSOCIATIONS HAVE NOT YET CARRIED OUT THEIR INTENTION TO PROTEST WITH GOS AND SEND LETTER TO JAPANESE EMBASSY.

COMMENT: THESE BUSINESS ASSOCIATIONS ARE TO LARGE EXTENT COMPOSED OF OLDER CONSERVATIVE CHINESE BUSINESSMEN WHO MAY HARBOR GENERAL ANTI- JAPANESE SENTIMENT.  
CRONK

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 MAR 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Subject:** JAPANESE TRADE PRACTICES IN SINGAPORE  
**TAGS:** ETRD  
**To:** EB  
SECSTATE WASHDC INFO BANGKOK  
JAKARTA  
KUALA LUMPUR  
TOKYO  
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